



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN MISSOURI

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in MISSOURI (Fiscal Year 1999 thru 2003)

| | |
|---------------------------------------|-----------------|
| Companies Supported: | 89 |
| Communities Supported: | 39 |
| Value of Exports Supported: | \$283 million |
| Value of Exports Supported - FY 2003: | \$ 38.2 million |

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Midwest Regional Office

Illinois, Indiana, Michigan, Kentucky, Kansas, Illinois, Ohio, Iowa
Nebraska, Wisconsin, Minnesota, North Dakota, South Dakota, Missouri
(312) 353-8081

Ex-Im BANK SUCCESS STORIES

Mark Andy, of **St. Louis, Missouri**, is the world's number one producer of narrow web printing equipment. Ex-Im Bank provided Mark Andy with a \$370,000 medium-term insurance policy for the sale of a \$410,000 narrow web printing press to Grafica e Editora Brogota Ltda. of São Paulo, **Brazil**. "We recently have completed some key international financing contracts in a very timely and professional manner, thanks in part to the financial support we have received from Ex-Im Bank. Ex-Im Bank has been a solid resource for Mark Andy in helping us to establish a strong position in the global marketplace," said Jeff Auton, the company's finance manager.

Environmental Dynamics, Inc., a small business manufacturer of wastewater treatment equipment in **Columbia, Missouri**, has used Ex-Im Bank's short-term small-business environmental export credit insurance to offer unsecured, 60-day, open account credit terms to customers in **Finland, Mexico, Poland, India, Brazil, the Philippines**, and other countries. Since the company first used Ex-Im Bank's insurance in 1996, Environmental Dynamics has increased employment by 77 percent. "Ex-Im Bank insurance enables EDI to offer competitive credit terms to a larger customer base while minimizing foreign risk," said EDI President Charles E. Tharp. "Our increased sales and employment demonstrate the effectiveness of the Ex-Im Bank program."

Allied Gear & Machine Co., a **St. Louis, Missouri**, company is selling a \$665,870 flexographic printing press using water-based inks to Formaset Industrial LTDA, a small private-sector company located in Sera in **Brazil**'s Espírito Santo State. About 50 percent of Allied Gear's business involves exports to markets worldwide. The company has 128 employees. "Brazil is a market of great potential, but we had not done a lot of business there," said Allied Gear Chairman and CEO Kenneth B. Schaefer. "But this year we've seen a dramatic pickup in activity. We've completed two transactions and have two others in process. Ex-Im Bank's participation was extremely favorable to our ability to obtain this business."

B H A Group, Inc., of **Kansas City, Missouri**, used an Ex-Im Bank medium-term loan guarantee to sell \$1.9 million of air purification equipment and engineering services to a cement plant in Buenos Aires, **Argentina**. "This is the biggest deal we've done in Argentina so far," said Tommy J. James, B H A's director of finance and administration. "We see Argentina as an important growth market, and Ex-Im Bank financing was key to making this deal work."